

# STUDENT OPPORTUNITIES IN CRE



**Access senior practitioner discussions and have your say in shaping the future of real estate**

NAREIM is an industry association dedicated to business and organizational strategies within real estate investment management. Its 100+ members represent \$2.5 trillion of gross real estate AUM.

## #1 Jeff Barclay Fellows

- Annual award to five business or real estate graduate students
- Network with C-suite and executives at NAREIM's Executive Officer meeting in September. All costs covered
- Mentoring with a senior CRE leader
- Opportunity to attend NAREIM's 10 functional group meetings

### Eligibility

Graduate students committed to pursuing a career in commercial real estate or real estate investment management upon graduation.

### Application Requirements

- Email your one page resume in PDF format using the following naming convention [SCHOOL\_Last Name\_First Name]
- Submit answers to the following questions (limit 200 words or less per question)
  1. What initially drew you to this field?
  2. What do you hope to gain from this fellowship?
  3. NAREIM's mission is centered on building community and creating opportunities for meaningful engagement. What's something about you — your values, experiences, or passions — that isn't reflected on your resume but connects to that mission?

Send the above to **IvyLee Rosario** at [irosario@nareim.org](mailto:irosario@nareim.org) by May 29, 2026.

**Apply  
NOW**

**May 29, 2026:** Application due date

**Sept 23–25, 2026:** Attend Executive Officer meeting in Dallas-Fort Worth

## #2 Resume Book

Have your resume seen by the heads of Talent & HR. Each year NAREIM aggregates resumes of undergraduates and graduate students studying real estate or with a strong interest in real estate from across the US, for member firms to hire from.

In December 2025, the NAREIM Resume Book aggregated nearly 950 undergraduate and graduate students across 75 schools in the US and abroad.

Send resumes in PDF format using the following naming convention: [SCHOOL\_Last Name\_First Name] to **Marynia Kruk** at [mkruk@nareim.org](mailto:mkruk@nareim.org) before November 30, 2026.



# Jeff Barclay Fellows

Class of 2025–2026



**Nehal Gupta**

*Boston University Quelstrom School*



**Trevor Hanson**

*Columbia Business School*



**Nikoloz Kvirikadze**

*New York University Stern School of Business*



**Brigid Sofen**

*Northwestern University  
Kellogg School of Management*



**Richard Xie**

*MIT Center for Real Estate*

## Testimonials:

**Nehal:** “Being a NAREIM Fellow was an incredible experience that challenged how I think about leadership and the future of real estate investment management.

Sitting alongside executives and peers, I learned that success today isn't just about scale or capital — it's about execution, integrity, and people. Conversations about meritocracy, transparency, and the changing role of talent reminded me how important it is to create space for honest dialogue and growth. I left feeling inspired and more confident in my ability to lead with curiosity and empathy, and to contribute meaningfully to this evolving industry.”

**Trevor:** “Attending this meeting as a Jeff Barclay Fellow was an invaluable experience. Small group conversations revealed how senior leaders frame uncertainty, set priorities, and reconcile objectives across people, capital, and strategy. Hearing executives walk through their decisions in real time gave me a clearer view of the leadership challenges behind the headlines, including aligning culture with performance, communicating through ambiguity, and navigating market cycles. The Program created rare access for thoughtful dialogue with industry leadership, with grounded guidance and candid feedback from executives. I left with a broader perspective and meaningful professional connections I look forward to developing.”

**Nikoloz:** “This was an inspiring and eye-opening experience. I had the privilege of meeting and learning from some of the most accomplished leaders in real estate, engaging in open, candid discussions that deepened my understanding of market trends and leadership at the highest level. Beyond the panels, the treasure hunt, networking receptions, and dinners with executive officers, these events created genuine connections and meaningful dialogue. Each moment reinforced the value of collaboration and curiosity in this industry. I am deeply grateful to the NAREIM team for organizing such an enlightening event and for giving fellows this remarkable opportunity.”

**Brigid:** “Attending the NAREIM Executive Officer meeting as a Jeff Barclay Fellow was a truly rewarding experience. I was impressed by the candid dialogue and the approachable, open-minded nature of the leaders in attendance. The conference thoughtfully combined social outings with engaging discussion formats, creating natural opportunities for meaningful connection and the open exchange of ideas. I left the meeting inspired by the authenticity of the conversations and motivated to apply what I learned in my own career.”

**Richard:** “The NAREIM meeting was an inspiring experience — having the chance to engage in open conversations with C-suite executives in private real estate investment was invaluable. Hearing how leaders are embracing data and AI gave me confidence I'm pursuing the right direction, and it was encouraging to see my perspectives welcomed. For me, this was not only a chance to learn but also an opportunity to contribute ideas on how technological innovation can shape investment strategy and operations in the years ahead.”